



U.S. Small Business
Administration

2020 Semi-Annual Report

New Hampshire
District Office



Powering the American Dream



SBA Loans - October 1, 2019 thru March 21, 2020

207— 7A Loans	\$43 million
60 — 504 Loans	\$23 million
60 — 3rd Party Loans	\$54 million
7— Microloans	\$242k

National Small Business Week NH Winners

Small Business Person of the Year

A.J. Letizio Sales and Marketing – Windham
Exporter

Comptus—Thornton

Veteran Owned

National Flight Simulator – Manchester

Woman Owned

Port City Pretzels – Portsmouth

Minority Owned

Granite Commercial Real Estate – Nashua

Micro-Enterprise

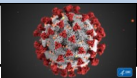
Hammar's Art Studio – Pelham

Financial Champion

Primary Bank - Joseph Bator - Bedford

The SBA and the NH Bankers Association plan to re-schedule the awards recognition ceremony normally held in May to early fall due to the current restrictions in place.

Coronavirus News



Economic Injury Disaster Loans (EIDL)

NH receives one of the first Statewide Declarations—opening the Disaster Assistance Application process for all Business on March 17th. Our office responded with daily webinars, extended hours, press releases, and panel discussions.

With the passing of the CARES Act, SBA began accepting applications for the **Paycheck Protection Program** incentivizing businesses to keep workers on the payroll. During the 1st round of funding, we had 210 different lenders participating resulting in 11,500 loan approvals for nearly \$2Billion and an average loan size of \$173k. As of May 1st, we are currently in the 2nd round of funding, but have already surpassed 20,000 loan approvals in the state.

Government Contracting is BIG Business

\$621 Million in NH for Qtr. 1 and 2—FY 2020

Small Businesses	\$152 million
Women-Owned	\$ 25 million
Veteran Owned	\$ 25 million
Service-Disabled Veterans	\$ 21 million
Small Disadvantaged Firms	\$ 13 million
8A Business Development	\$ 7 million
Hub Zone	\$ 2 million

Office HIGHLIGHTS

SBA Celebrates

TREAT Center in Lebanon—Won the \$50k accelerator prize with a big check presentation from RA Wendell Davis on October 23rd.

Annual Lender Awards Breakfast & Emerging Leaders Graduation— Eight NH entrepreneurs graduated from the NH's 4th Emerging Leaders Class and were recognized at an award ceremony on October 18th in Manchester along with our 2018 Leading Lenders.

Veterans Small Business Week (VSBW) - The NH District Office staff celebrated this National week of recognition beginning November 4th by visiting Small Veteran Owned Business—**National Flight Simulator** in Manchester, hosting a **Veteran -Small Business Roundtable** in Newington, attending the **Veteran Entrepreneurial Training & Resource Network (VETRN)** graduation of veteran-owned businesses and continuing our quarterly **Boots to Business** program in Newington.

Small Business Saturday—SBA and partners were joined by *Senator Shaheen* and visited downtown Milford the last week of November to support **#ShopSmall**.

SBA/NHSBDC/NHPTAC Government Contracting Matchmaker event was held on December 6th in Manchester. It was a full day event that included one-on-one matchmaking for 260 small businesses. There were 30 reps from federal agencies/prime contractors and 12 small business resources were represented. Senator Hassan's remarks opened the event which also included breakout sessions on *Cyber Security, Goldman Sachs 10k SBs and Bonding & Financing Gov't Contracts*.

Opportunity Zone Roundtables & Federal Resource Fairs in *Newport, Derry, and Rochester*. Over 12 different federal agencies, SB resources participated with over 80 small businesses attending.

Monthly Small Business Webinars- March Madness Events with our resource partners *CWE, NH SBDC, and SCORE* mentors.

We welcomed Tuesday Belanger our new Lender Relation Specialist (LRS) and bid farewell to District Director, **Greta Johansson, retiring from Federal Service after 38 years.**

Winner of \$50K Accelerator Award to New Hampshire's Center for the Translation of Rehabilitation Engineering Advances and Technology (TREAT) in Lebanon



Events

Government Contracting Matchmaker Event



Emerging Leader Graduates



NVSBW Visit—National Flight Simulator



Annual Meeting and Lenders Awards “Lender of the Year” Primary Bank— Bedford



2018 Leading Lenders also included:
Regional Economic Dev. Corp, TD Bank, Granite State Development Corp., First Seacoast, St. Mary's Bank, and Cambridge Trust Co.



Senator Shaheen joins the SBA Staff on Shop Small Saturday in Milford



A very special “Congratulations and Thank You” to Greta Johansson after 38 years of Federal Service. During this time, Greta served under 6 administrations and 14 SBA Administrators, worked over 14 years for the Office of Disaster Assistance and held positions in 7 different SBA Offices.

We wish you the Best because you were the “BEST!”